



DEPARTMENT OF THE AIR FORCE
HEADQUARTERS AIR FORCE MATERIEL COMMAND
WRIGHT-PATTERSON AIR FORCE BASE OHIO

30 NOV 2001

MEMORANDUM FOR SEE DISTRIBUTION

FROM: HQ AFMC/PK
4375 Chidlaw Road, Room S208
Wright-Patterson AFB OH 45433-5006

SUBJECT: Defense Contract Audit Agency (DCAA) and Commercial Acquisition

1. DCAA is effectively used for cost-based procurements; however, they are not as widely used for commercial acquisitions. Apparently, contracting professionals do not think of using DCAA routinely in commercial acquisitions as they do in cost-based acquisitions. This thinking needs to change. We need to use all available methods to face the challenges of commercial acquisitions. DCAA support can be a particularly effective tool.

2. There are several ways DCAA can support commercial acquisitions.

a. As stated in FAR 15.403-3(a)(1), "... the contracting officer must require that the information submitted by the offeror include, at a minimum, appropriate information on the prices at which the same item or similar items have previously been sold, adequate for determining the reasonableness of the price." This access is based on law. DCAA can verify sales history including similar items and provide that information to the contracting officer to support negotiations.

b. DCAA can provide verification of offered price of an item compared to an existing catalog or list price.

c. DCAA can verify historical pricing information for items previously sold on a non-commercial basis when the same item is now being offered as a commercial item.

d. DCAA can provide information on the financial health of contractors either when there is concern about the ability of the offeror to perform or to confirm that the firm is financially sound.

e. Other information that DCAA can obtain includes customarily offered discounts as well as terms such as delivery, financing, and warranties.

3. DCAA will work with you to tailor their reports. The Financial Advisors (FA) or Procurement Liaison Auditors (PLA) located at your sites can work with you as needed to get you support that fits your needs. A listing of the Air Force FAs and PLAs is located at the following website: <https://www.afmc-mil.wpafb.af.mil/HQ-AFMC/PK/pkp/pricing.htm> under DCAA Financial Analysts & Procurement Liaison Auditors.

4. I ask each of you to encourage your people to use DCAA more effectively. We would also be interested in any experiences or lessons learned related to DCAA support. If you have any questions please contact me or have your staff call my action officer, Mr. Virgil Hertling, HQ AFMC/PKPC, DSN 986-0446, or e-mail to virgil.hertling@wpafb.af.mil.


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